

Below are the sections of the draft Request for Informal Quotes that are applicable to selecting grazing lessees for Red Mountain Open Space. These sections will be very similar for Eagle's Nest Open Space and the North Property. The final requests will include an overview of the properties and a draft grazing lease agreement (neither which are included here). Currently the draft requests are at the Larimer County Purchasing Department being reviewed and revised for publication.

REQUEST FOR INFORMAL QUOTES Red Mountain Open Space Grazing Lease

REQUIREMENTS/EXPECTATIONS

- DNR's primary reason for grazing is to achieve ecological objectives. The lessee must be willing to help achieve those objectives. The lessee should expect frequent interactions with DNR staff. The lessee should expect to be involved in on-going monitoring of vegetation conditions. Rotations and movement of livestock will be based on vegetation conditions, and lessee should allow flexibility to move animals at appropriate times.
- Lessee will maintain records of number of animal units per day in each pasture.
- Lessee vehicular access on the Leased Premises shall be for livestock management purposes only, and only as needed. Lessee shall not take vehicles on the Leased Premises when that would result in resource damage. Certain areas of the property will require authorization for vehicle access.
- Lessee is responsible for maintenance of grazing infrastructure, including but not limited to fences, stock tanks, buried water pipe, buildings, corrals, etc. This includes filling tanks prior to grazing as well as draining tanks and water delivery systems in the fall. Depending on the nature of a maintenance issue, DNR may, at its sole discretion, pay for improvements and repairs, cost-share with tenant, etc.
- Lessee will cooperatively integrate grazing with other uses, such as hiking, biking, horseback riding, and hunting.
- Multiple entities may cooperatively submit a proposal. However, one individual and/or entity must be designated as the primary point of contact and be the responsible party. This entity must have the ability to enter into a lease agreement with the City of Fort Collins.
- Applicants must own agricultural property in Larimer County.

TERMS

The lease will begin on January 1, 2012 for an initial term of five (5) years, terminating on December 31, 2016.

PROPOSAL REQUIREMENTS

Please submit written answers to each of the following questions. Remember to provide ? copies of your proposal.

Multiple entities may cooperatively submit a proposal. However, one individual and/or entity must be designated as the primary point of contact and be the responsible party. This entity must have the ability to enter into a lease agreement with DNR.

Applicants may apply for and may be granted multiple DNR grazing leases.

Applicant Identification

1. Please provide full identification of the person(s)/ firm(s) responsible for the proposal

submitted: Name(s), address(es), telephone number(s) or email address(es). If more than one entity is combining to submit a proposal, please provide contact information for all entities, but you must designate one as the primary point of contact.

2. Please supply the name(s), address(es), and phone number(s) of two references.

Applicant Qualifications & Resources

3. Describe the knowledge and experience you have in range management and/or livestock management.
4. Describe your operation and the resources you have available for grazing management (e.g., livestock – please be specific on animal type and number, personnel, equipment, agricultural property and operations base, etc).
5. Describe your financial resources: Do you have the financial resources to successfully continue or launch a grazing enterprise on RMOS? If you do not currently have all necessary personnel, livestock, equipment, etc, what capital investments will be needed? Where will the capital come from? Before final selection, applicants will be expected to supply proof that they have the financial capability to execute the proposal.

Grazing Management Proposal

6. Please explain your goals for grazing the property? How do you feel your management would help DNR achieve the natural resources goals and objectives of RMOS?
7. Provide an explanation of how you propose to manage livestock on the property. Include the number of animal units, how they will be distributed, and the approximate dates you plan to graze. Include a proposed rotation schedule for the first year of grazing. What services, changes in infrastructure, funds, and/or resources would you propose and provide? What services, changes in infrastructure, funds, and/or resources would you expect DNR to provide? You can provide attachments, drawings, maps, etc to your proposal to help explain intended plans if you wish.
8. Specifically, how will you assist DNR in appropriate management of Leased Premises (for example, your response could include things such as timely response to facilities maintenance, identifying and reporting natural resource damage, reporting violations by recreation users, riding versus driving to move livestock, placement of salt and mineral blocks, practices to prevent the introduction of weed species into the Leased Premises like grazing your livestock on non-weedy pastures prior to entering the Leased Premises and cleaning weed seed from vehicles before entering the Leased Premises, etc)?
9. How would the Leased Premises fit into your existing operation? For example, is RMOS the only place you would anticipate grazing? Do you own or lease other land in the surrounding area? Where would your livestock be located when not grazing on the Leased Premises?
10. Describe the interactions you anticipate having with DNR staff (e.g., collaboration on annual grazing plans, requests for moving livestock, restrictions on vehicle use, etc.).
11. RMOS is also managed for wildlife. Describe how you and your staff would interact with wildlife management operations.
12. Are there additional services you anticipate providing or ways that your proposed operation benefits the mission of the DNR that you would like the selection committee to consider?

Grazing Fee

13. Please provide your proposed grazing fee (you should break out the fee in terms of dollars per AUM, and also give a lump sum per year based on your proposed stocking

rate).

Proposals should provide for operations which are equal to or exceed all the conditions included in the draft lease agreement (see attachment). The draft lease agreement may be modified based on the successful lessee's proposal.

ANTICIPATED SELECTION TIMELINE

- July 22, 2011: Proposals due by 4:00 p.m.
- July 25 – August 3, 2011: Top ranked firms interviewed in-person. DNR anticipates interviewing the representatives of at least the top three (3) ranked applicants. However, DNR reserves the right to not interview the respondents, or interview more than three (3) applicants. After the initial interview, respondents may be asked to conduct additional in-person interviews or answer follow-up questions via phone.
- August 17, 2011: The County anticipates selecting a tenant by this date.

REVIEW AND ASSESSMENT

- Applicants will be evaluated on the following criteria. These criteria will be the basis for review of the written proposals and interview session. Top ranked applicants will be asked to participate in an interview session and a visit to the applicant's base operations may be requested.
- The rating scale shall be from 1 to 5, with 1 being a poor rating, 3 being an average rating, and 5 being an outstanding rating.

WEIGHTING FACTOR	QUALIFICATION	STANDARD
2.0	Operational capability	Does the applicant's livestock operation fit with the Leased Premises; is there adequate equipment, people, skills and financial resources to manage livestock on the Leased Premises and meet the terms of the lease; does the applicant own agricultural land in Larimer County; and will the applicant's livestock enter the Leased Premises from a weed free area?
2.0	Livestock/range knowledge and experience	Does the applicant have the knowledge and experience to manage livestock grazing?
4.0	Proposed grazing plan	Does the applicant's grazing management proposal, including number, kind and class of livestock, period of use and grazing rotations support the natural resources management objectives?
3.0	Care of the Leased Premises	What can the applicant provide to service and maintain facilities, fences, pipelines, troughs, etc.; to limit vehicle access and use horses and/or ATV whenever possible; and to identify and mitigate potential or occurring natural resource damage?
3.0	Proposed grazing fee	Does the applicant's proposed fee compare favorably with DNR's estimate?
	Accommodation of other uses	Will the applicant interact in a positive manner with other uses of the Leased Premises, particularly

1.0		recreation use, and natural resource and wildlife management?
1.0	Services	What services does the applicant expect DNR to provide?

REFERENCE EVALUATION (Top Ranked Applicants)

Applicant's references may be checked using the following criteria. The evaluation rankings will be labeled Satisfactory/Unsatisfactory.

QUALIFICATION	STANDARD
Overall Performance	Has this applicant conducted agricultural operations in a highly professional manner, using practices commonly used by farmers and ranchers in crop and animal production? Did they show the skills required by these agricultural operations?
Timetable	Does the applicant complete work in a timely manner?
Completeness	Does the applicant complete work to an effective conclusion?
Budget	Has the applicant conducted a competent business model in their agricultural operations?
Job Knowledge	Has the applicant had a high level of education, training and experience in managing range and livestock?